



## Benefits from the U.S.-Korea Trade Agreement

### West Virginia

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#### The U.S.-Korea Trade Agreement (KORUS) Will Help Grow the U.S. Economy & Support U.S. Jobs

The impact of the eliminations of tariffs and related barriers is estimated to increase U.S. GDP by nearly \$12 billion and U.S. goods exports by nearly \$11 billion annually. Adding to this would be new exports of U.S. services, where U.S. firms exported \$12.6 billion to Korea in 2009. Together, these export opportunities support the President's National Export Initiative goal of doubling exports by 2015.

#### KORUS is Essential to Ensuring U.S. Competitiveness in Korea and Throughout Asia

Ten years ago, the United States was the top exporter to Korea providing one-fifth of all Korean imports; now we are in third place with less than 10% market share.

- U.S. exporters to Korea currently pay an average 6.2 percent tariff, or nearly \$1.3 billion a year, to Korea through tariffs on industrial goods.
- Korean exporters to the United States currently face an average 2.8 percent tariff.
- On the first day of the European Union (EU) - Korea FTA, 85% of Korean tariffs on EU products will go to zero.
- Chinese products in Korea benefit from lower transportation and labor costs.

Implementing KORUS can help U.S. businesses and their workers stem this downward slide by making U.S. products more competitive in the Korean market.

- Tariff elimination for over 95 percent of U.S. exports of consumer and industrial products within five years.
- Tariff elimination for nearly two-thirds of U.S. agricultural exports immediately on entry into force.
- Significant new market access for U.S. service suppliers.
- Extensive elimination of non-tariff barriers, including in the autos sector.
- Tariff eliminations and strong transparency obligations will facilitate SME exports.

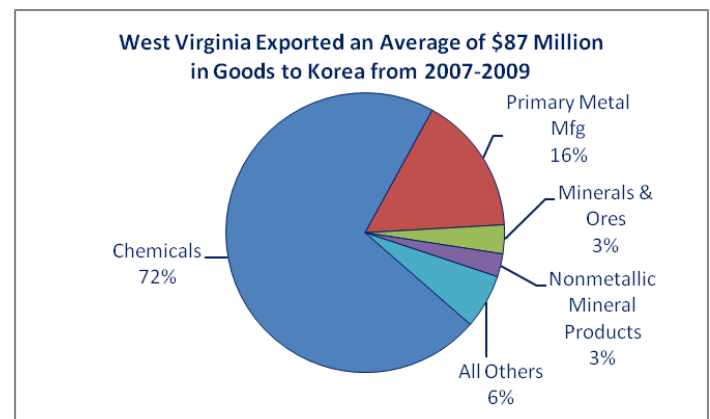
#### West Virginia Depends on World Markets

West Virginia's export shipments of merchandise in 2009 totaled \$4.8 billion, a 53 percent increase over the 2005 total of \$3.2 billion.

- Exports of manufactured goods support an estimated 23,000 jobs in West Virginia. (2008 data are the latest available.)
- Over one-sixth (17 percent) of all manufacturing workers in West Virginia depend on exports for their jobs.
- A total of 771 companies exported goods from West Virginia locations in 2008.
- 577 of West Virginia exporting firms were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated more than one-quarter (27 percent) of West Virginia's total exports of merchandise in 2008.

#### Trade Works for West Virginia

Recently implemented trade agreements have benefited West Virginia. For example, since the U.S.-Chile trade agreement entry into force in 2004, West Virginia's exports to Chile have grown by 512 percent. KORUS can similarly benefit West Virginia.



Source: U.S. Department of Commerce, International Trade Administration

## KORUS Opens New Markets for Key West Virginia Exports

**Chemicals Manufactures** – Chemicals manufactures accounted for an annual average of \$62 million of West Virginia’s merchandise exports to Korea in 2007-2009. U.S. exporters of chemicals and related products, including pharmaceuticals, cosmetics, fertilizers, inorganic chemicals, organic chemicals, plastics, and agro-chemicals, will benefit from KORUS tariff reductions. Fifty-one percent of U.S. chemicals exports by value will receive duty-free treatment immediately upon entry into force of the agreement, with the remaining tariffs phased out within 10 years. Tariffs on high-trade U.S. products such as silicon and certain plastics articles will be eliminated immediately upon implementation of the Agreement. Current Korean chemicals tariffs average 6 percent and can be as high as 50 percent.

**Primary Metals Manufactures** – One of West Virginia’s key manufactured export categories is primary metals manufactures, which averaged \$14 million per year to Korea in 2007-2009. U.S. exporters to Korea will be more competitive as tariffs on over 90 percent of primary metals manufactures will be eliminated immediately upon entry into force of the Agreement, including ferrous metals, aluminum, zinc, steel, lead and copper ores, and titanium. All remaining tariffs will be phased out within five years. Major infrastructure projects and private sector-led development should continue to provide opportunities for U.S. exporters in this sector.

**Paper Products** – West Virginia’s exports of paper products to Korea averaged \$531,000 per year from 2007 to 2009. U.S. paper and paper products producers will benefit from the immediate elimination of Korean tariffs on 100 percent of U.S. paper products. Korean tariffs in this sector currently average 0.2 percent. The top U.S. exports to Korea in this sector included printed books and brochures, chemical wood pulp, uncoated liner in rolls or sheets, paper, and newspapers.

## KORUS Creates Opportunities for West Virginia’s Agriculture

West Virginia’s agricultural exports to all countries, estimated at \$67 million in 2009, supported about 540 jobs, both on and off the farm. These export sales make an important contribution to West Virginia’s farm economy, which had total cash receipts of \$496 million in 2009. KORUS eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for U.S. agricultural products like those produced in West Virginia such as poultry, beef, and dairy. With immediate elimination of duties on nearly two-thirds of U.S. agricultural exports to Korea, KORUS gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected.

For more information on agricultural exports and KORUS, see the fact sheets posted by the U.S. Department of Agriculture at: <http://www.fas.usda.gov/itp/us-koreata.asp>

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about “export production” in a state should not be made solely on the basis of the OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration.